

CONTRACT APPROVAL REQUEST

Project: Philip Morris Presents Hispanic Concerts

Vendor: Henry Cardenas and Associates, Inc.

Project Manager: Yvette Robinson

Term: 1999 (3 events)

Financial Impact: \$267,000

1998 (3 EVENTS)
\$ 363,075 (26.5% REDUCTION IN 1999)

Contract Description:

The attached contract constitutes an agreement between Philip Morris USA and Henry Cardenas and Associates, Inc. (HCA) in connection with providing talent for the Philip Morris Presents Hispanic concerts at L.A. Fiesta Broadway, Los Angeles, CA (April 25th), 116th Street Festival, New York, NY (June 12th) and Raices Festiva, Orlando, FL (October 24th). HCA will research and select artists subject to the approval of PM USA.

Payment Terms: Fees: 3 installments (45%/45%/10%)
La Fiesta : \$85,000
116th Street: \$85,000
Raices Fest: \$85,000
\$255,000

Expenses: \$12,000

Risk Management: \$5,000,000 General Liability - Normal Philip Morris limits

Budget Implications: This agreement has been budgeted for in the 1999 CEM plan.

Accounting Code: 044-472-4440-00E47

Approvals:

Y. Robinson

J. Fontanez

I. Broeman

S. Piskor

YH 4/14/99
JF 4/13/99
IB 4/21/99

For Your Signature

Finance
L. Lubrano

Insurance
K. Beam

LS 4/20/99
Attached

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